# The Helen Delich Bentley Port of All Management of All Management

JANUARY/FEBRUARY 2009



# **PORT REPORT inside**

WHEEL DEAL

ERSAL Rolls Out New Auto Service **SOLID CONNECTION** 

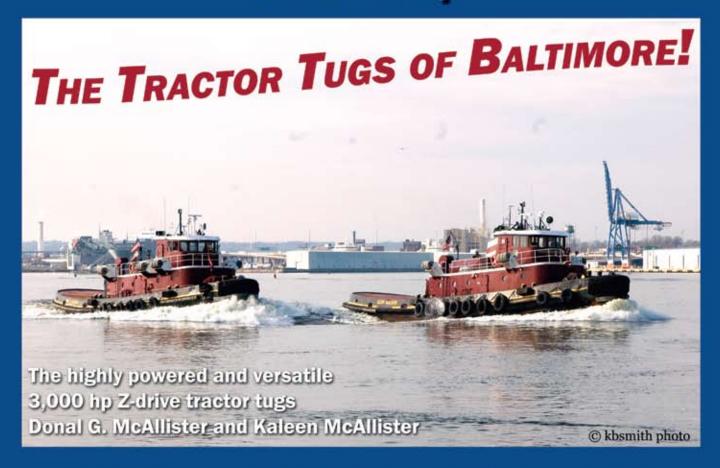
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# Dundalk Marine Terminal

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# Terminal-

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# hallnest day

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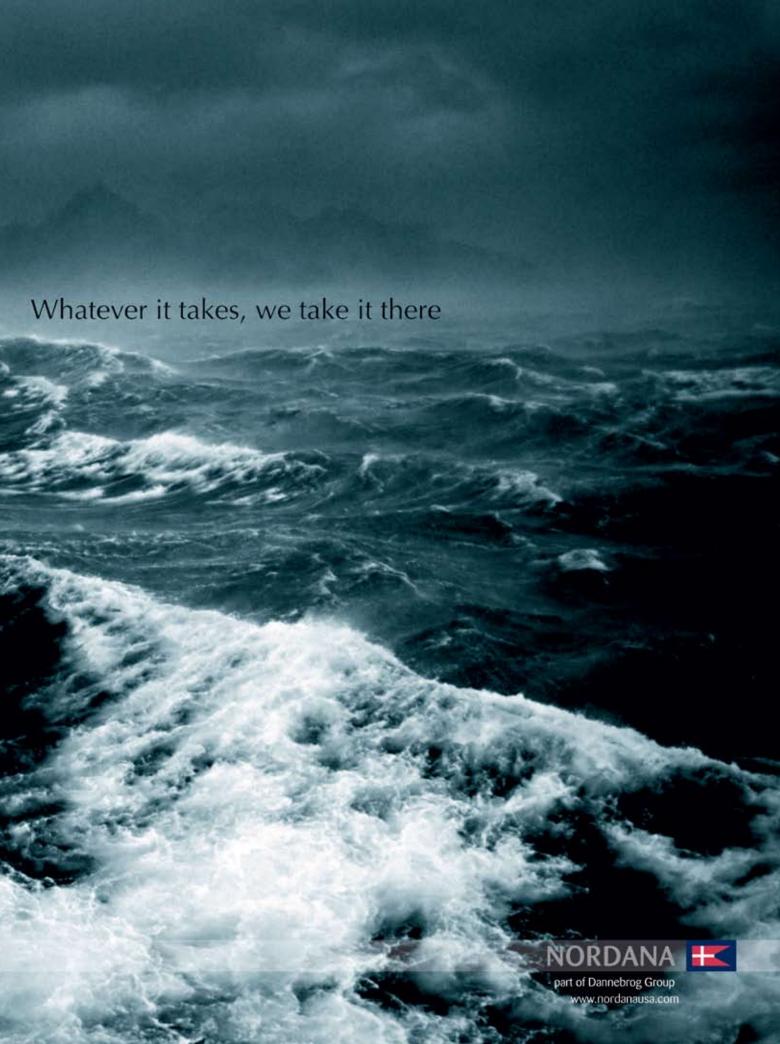
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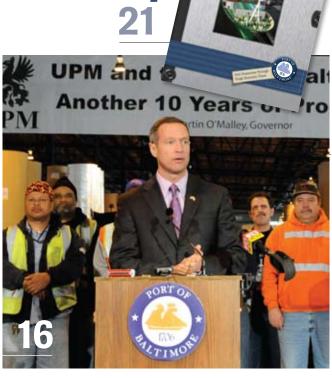
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COVER: Flanked by longshoremen, Port commissioners and other officials during December's UPM contract signing are, seated from left, MPA Executive Director James J. White; Angelo LaMantia, UPM Director-North America Supply Chain; Maryland Gov. Martin O'Malley; Maryland Transportation Secretary John D. Porcari; and Jussi Sarvikas, UPM VP-Logistics. Photography by Bill McAllen.

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# SE SOUNDINGS

The happenings in and around the Port

# >>>>>>

# **NEWSMAKERS**

# Far East Trip Strengthens Business Ties

Maryland Port Administration (MPA) Executive Director James J. White, together with Maryland Transportation Secretary John D. Porcari and MPA Director of Marketing Richard Powers, recently traveled to the Far East with a two-fold mission: to meet with new, prospective business partners for the Port of Baltimore and to strengthen relationships with current partners.

Asian countries continue to evolve as global economic powers. With the opening of the expanded Panama Canal in 2014, more goods from Asia will be destined for East Coast ports. The Port of Baltimore wants to see an increase in handling imported Asian cargo. Overseas business trips can help reaffirm a commitment to companies that their business is best served bringing their cargo through Baltimore.



James J. White, MPA Executive Director, and John D. Porcari, Maryland Transportation Secretary, join Evergreen Owner and Group Chairman Dr. Chang Yung-Fa on a recent trip to the Far East.



# **ANNIVERSARY**

# Indusco Celebrates Century at Port

Indusco, a local manufacturer and distributor of industrial supplies, was recently acknowledged by the Maryland Port Administration (MPA) for a century's worth of diligent service to the Baltimore maritime community.

Indusco CEO Howard Schloss, whose grandfather Moses founded the company by selling wire ropes and fittings to

On hand to mark Indusco's 100th anniversary are, from left, Craig Hayward, President; Keith Dennis, Director, Sales & Marketing; MPA's Cynthia Burman; Bernice Schloss; Henry "Sonny" Schloss (seated); former U.S. Rep. Helen Delich Bentley; Howard Schloss, CEO; Fran Schloss, Inventory Control Manager; Tom McAleese, Assistant Vice President; and Gayle Protzko, Vice President and General Manager.

traders who passed through the Inner Harbor, says it's an honor to be recognized by the Port of Baltimore for reaching such an impressive milestone.

"As an organization, we have had a very long relationship with the Port, which has played a significant role in the longevity, success and growth of our business," Schloss says. "We are fortunate to be in a position to value many longstanding business relationships, but none more so than our working relationship with the Port of Baltimore."

Cynthia Burman, the MPA's Manager-Business Development/ Customer Service, joined Port consultant and former U.S. Rep. Helen Delich Bentley in a commemorative event in October.

"Indusco has been a Port partner for 100 years," Burman says. "We presented the owners with a ship's wheel to congratulate them on being in business in the state of Maryland and shipping over our piers for 100 years and counting."



# **NEWSMAKERS**

# Baltimore CBP Employee Earns Volunteerism Award

Ann Nettles, a U.S. Customs and Border Protection (CBP) employee in Baltimore, was presented a Volunteer Service Award by Homeland Security Secretary Michael Chertoff during a ceremony in November.

Nettles, a 41-year-old resident of Woodbine, Md., was cited for volunteering as the lead Maryland coordinator for the Patriot Guard Riders' Help on the Home Front program. She and her husband, U.S. Army veteran Ted Nettles, visit weekly with wounded soldiers, sailors, airmen and Marines.

"We take them on outings, hold events, bring them to our house for cookouts and share holiday dinners, among other things," says Nettles, a Field Analyst for CBP's Baltimore Field Office. A cookout she coordinated in October 2007 gathered nearly 500 military members and their families.

"Ann is an exceptional ambassador for CBP," says Michael Lovejoy, Director of CBP's Baltimore Field Office. "There are many people within CBP who volunteer their time to important causes, and Ann is a microcosm of those efforts."

The Patriot Guard Riders are a non-profit organization comprised of motorcycle enthusiasts and non-riders who volunteer to support American

service men and women. Nettles has often acted as a PRG Ride Captain, attending funeral services for fallen military heroes, marshalling volunteer riders and coordinating participation with the respective military service's casualty assistance officer.

"To be recognized by Secretary Chertoff for something that returns such rewards and meaning to my life is an honor," says Nettles, who joined CBP in March 1999 as an Import Specialist. "I am humbled to be given an award for helping the very men and women who protect us everyday. I am thankful to our military for having been given this privilege. May God bless our country and all who serve."



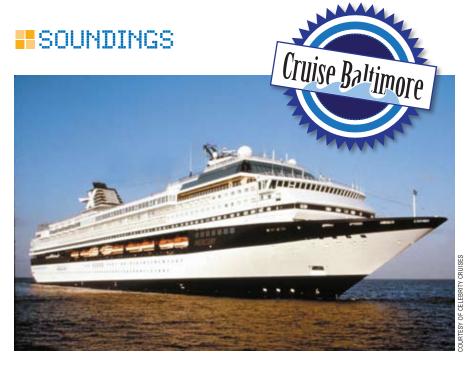
Officials participating in a Port tour to promote trade relations with Ireland included, from left, MPA Executive Director James J. White, Maryland Business and Economic Development Secretary David Edgerley, Maryland Transportation Secretary John D. Porcari, Ireland Secretary General of the Department of Transport Julie O'Neill, Ireland Minister of Transport Noel Dempsey, Maryland Business and Economic Development Assistant Secretary Dominick Murray and MPA General Manager for Automobiles and Project Cargo Mel Bafford.

# NEWSMAKERS

# Ireland Eyes Baltimore Trade Opportunities

Transportation officials from Ireland and representatives from the Irish Embassy in Washington, D.C., recently visited the Port of Baltimore to share ideas about trade opportunities and discuss innovations in freight logistics and the management of complex capital projects. Hosting the Irish delegation were Maryland Transportation Secretary John D. Porcari, Maryland Business and Economic Development Secretary David Edgerley and Maryland Port Administration Executive Director James J. White.

A Port tour was conducted onboard the Mary Lynn.



# **CRUISE**

# Celebrity *Mercury* to Sail from Port in November as Expanded, Year-round Cruise Schedule Takes Shape

The Celebrity *Mercury*, a 1,898-guest ship, will begin sailing from the Port of Baltimore in November 2009.

Celebrity is offering five 12-night
Eastern Caribbean cruises that visit St.
Thomas, St. Kitts, Antigua, St. Maarten
and Tortola. In addition, five ninenight cruises visit Charleston, S.C.; Key
West, Fla.; and Cococay and Nassau,
Bahamas. The first cruise scheduled
from Baltimore is a 12-night excursion
beginning Nov. 9.

"Celebrity's decision to offer cruises from Maryland confirms once again that the international cruise industry recognizes Maryland as a viable departure location," said Gov. Martin O'Malley. "Our hospitality industry, attractions and diversity provide another exciting element to one's vacation at the beginning or end of their cruise. Equally important is the location of the Port of Baltimore and the easy access to our quality cruise terminal and parking that sits right off of I-95."

The Celebrity *Mercury* began sailing in 1997. It is a 77,713-ton vessel with 949 staterooms, two-thirds of which have ocean views. The 10-deck ship also

offers many dining and entertainment options and age-appropriate programs and activities for children.

In other cruise news, it was recently announced that Carnival Cruise Lines will begin year-round cruises from Baltimore starting in April instead of September as previously planned. "We are very happy to accommodate Carnival Cruise Lines on this schedule change, and we eagerly anticipate their arrival,"

Baltimore is also being served by Royal Caribbean and Norwegian cruise lines.

The 2,124-passenger Carnival *Pride* will operate six-, seven- and eightday Caribbean cruises from Baltimore between April 27 and Sept. 6. (As a result of the new schedule, a six-day cruise scheduled to depart Sept. 7 has been rescheduled to a Sept. 6 departure.) Beginning Sep. 13, Carnival will continue its Baltimore schedule with two weeklong itineraries over the next two years. Seven-day Eastern Caribbean departures will call at Grand Turk, Turks and Caicos; the private Bahamian island of Half Moon Cay; and Freeport, The Bahamas. A seven-day Bahamas/Florida cruise will visit Port Canaveral, Fla.; Nassau and Freeport, Bahamas. Each itinerary includes three days at sea.

"Based on current market conditions, continued economic uncertainty and high air costs to Europe, we are shifting our focus to an even greater extent toward our core, close-to-home cruise options which are clearly the preference of the vast majority of the mainstream vacation market right now," says Gerry Cahill, Carnival President and CEO.
"We are excited that this change in deployment will also enable us to bring the *Carnival Pride* to Baltimore four

# "Celebrity's decision to offer cruises from Maryland confirms once again that the international cruise industry recognizes Maryland as a viable departure location."

says Maryland Port Administration
Executive Director James J. White. "This
is the latest indication that the Port of
Baltimore and state of Maryland have
come a long way in promoting this area
as a viable cruise market."

This marks the first time in the Port's 30-plus-year cruise history that it will offer year-round cruising. In addition to Celebrity and Carnival, the Port of

months earlier than originally planned to start up that city's first year-round cruise program, which is proving to be extremely popular based on advanced bookings so far."

In 2008, the economic impact of cruising from Maryland was approximately \$63 million, with a combined 100,000 passengers embarking and debarking at the Port of Baltimore.

# **EVENT**

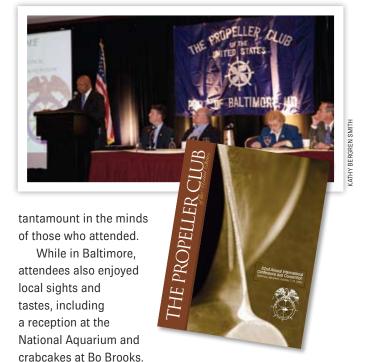
# Propeller Club Hosts International Conference

Do you know where your household goods come from or how they get here? The very people who do know — and who actually make it happen — were in Baltimore recently to discuss all things related to ocean shipping.

The Propeller Club of the United States, Baltimore Chapter, an organization of professional maritime and transportation officials, hosted the 82nd International Propeller Club Convention in October at the Renaissance Harborplace Hotel. Two-hundred and fifty maritime executives, government officials and transportation professionals gathered during the weeklong conference, coming from ports as far away as France, Greece, Spain, Belgium and Switzerland in addition to American ports including Seattle, Galveston and Tampa.

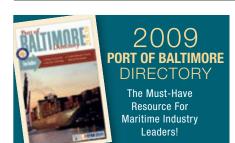
"The conference serves as a forum for Propeller Club members, government officials and executives from the maritime community to discuss relevant issues affecting the maritime industry as a whole," says event chair Alex Giles, maritime attorney with Semmes, Bowen & Semmes.

Over the course of the conference, panels and conversations buzzed with discussion on foreign investment in the U.S. maritime industry, maritime security, piracy (in light of recent news events off the coast of Africa) and other issues



U.S. Rep. Elijah Cummings (D-Md.) served as Honorary Chairman and former U.S. Rep. Helen Delich Bentley received the first-ever Propeller Club Lifetime Achievement Award.

For more information on the Propeller Club, go to www.propellerclubofbaltimore.com. (#)



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# SOUNDINGS



Among those celebrating Earl Hansen's recent retirement were, from left: Tom Howe and Dave Thomas of MPA; George Pasha IV and Stan Gabara of The Pasha Group; MPA's Rick Powers; Hansen; Keith Stumpf of The Pasha Group; MPA's Mike Miller, Mel Bafford and Cynthia Burman; and George Pasha III of The Pasha Group.

# **PEOPLE**

# Pasha Group's Hansen Marks Retirement

Members of the Pasha Automotive Group and representatives from the Maryland Port Administration (MPA) recently gathered to help Earl Hansen, a Vice President at Pasha, celebrate his retirement after 35 years with the company.

"Earl's claim to fame has got to be his flexibility throughout his 35 years with Pasha," says George Pasha IV, the company's President and CEO. "He has opened more new facilities for us than any other employee, starting on the East Coast, moving to the West Coast, back to the East Coast and, appropriately, finishing up at our great new facility in Baltimore."

A native of Southgate, Calif., Hansen began his tenure with Pasha as a General Operations Manager during the construction of the firm's automobile facility on Pier J at the Port of Long Beach.

"Looking back, ... I believe it was — and is — the best decision I ever made," says Hansen, now a resident of North East, Md.

Mel Bafford, the MPA's General Manager for Automobiles, met Hansen at Pasha's Philadelphia office and often spoke to him about the benefits of the Port of Baltimore. Pasha started in Baltimore with a military vehicle processing center more than 10 years ago. Pasha Automotive Group opened a new vehicle processing facility at the Port's Dundalk Marine Terminal in May 2008.

As Pasha recalls, "Mel Bafford, who used to call on Earl when we were in Philadelphia, would ask, 'Why aren't you looking at Baltimore?' I can't give Earl credit for being a quick learner on this one, but here we are, and we couldn't be happier."

Pasha adds. "Under Earl's management, we've really made Baltimore our East Coast home." (#)

# **HOMELAND SECURITY**

# Governor Reviews Port's Emergency Preparedness

Gov. Martin O'Malley visited the Port of Baltimore on January 15 to announce results of a comprehensive report on statewide emergency preparedness. The State commissioned James Lee Witt Associates, a crisis management and preparedness consulting firm, to conduct an exhaustive review of Maryland's emergency preparedness and offer recommendations for improvement. James Lee Witt is the former director of the Federal Emergency Management Agency under President Clinton. During the announcement, the Governor also detailed steps already taken to improve the state's homeland security, including at the Port.

The Port of Baltimore recently received a nearperfect score on a Coast Guard security compliance exam for its public terminals, a great improvement over a similar exam given in 2007. Other security enhancements that have taken place at the Port of Baltimore include: becoming the first major U.S. port to require the federally mandated TWIC card; final testing phases of real-time video surveillance on the public terminals; strengthening of perimeter fencing; and activating a new truck access center at Dundalk Marine Terminal that uses video and security checks to verify a trucker's ID and purpose of visit.



II MCALLEN

Gov. Martin O'Malley announces results of a report on Maryland's homeland security at the Port of Baltimore's cruise terminal. Joining the Governor, from left: Maryland Transportation Secretary John D. Porcari; Maryland Emergency Management Agency Director Richard Muth; Maryland State Police Superintendent Terrance Sheridan; Coast Guard Captain Brian Kelley; and James Lee Witt, CEO of James Lee Witt Associates and former FEMA Director.



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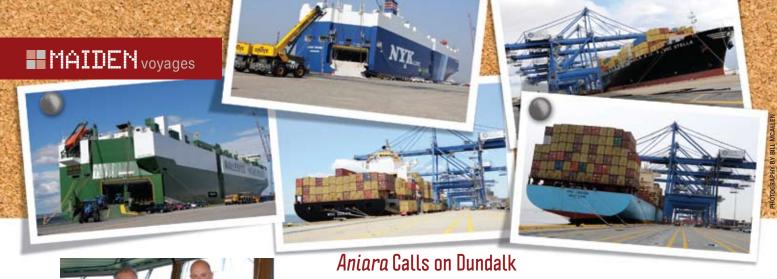
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Taking the wheel on the WWL Aniara's maiden voyage to the Port of Baltimore are, from left, Chief Engineer Henning Johansson and Capt. Borje Mraderyd, shown alongside Cynthia Burman of the MPA.

*Aniara*, a large car/truck carrier in the Wallenius Wilhelmsen Logistics fleet, recently made its first visit to the Port of Baltimore. She loaded and unloaded RO/RO cargo at Dundalk Marine Terminal.

Built by the Daewoo Shipbuilding and Marine Engineering Co. in Korea, *Aniara* is one of 88 ships in the line's fleet. The Sweden-flagged vessel is 231.6 meters long, 32.26 meters wide and can reach a cruise speed of 21 knots. She features stern and starboard ramps.

Agent: Wallenius Wilhelmsen Logistics

Stevedore: MTC

Towing: McAllister Towing of Baltimore, Inc.

# Port Hosts Lord Vishnu

NYK Lines' *Lord Vishnu* recently made its first call on Baltimore, loading 790 cars at Dundalk Marine Terminal for transport to the Middle East.

One of 300 ships in the NYK fleet, *Lord Vishnu* was built by the Tsuneishi Shipbuilding Company and flies the flag of Singapore. She is 179.9 meters long, 32.2 meters wide and can cruise at 19 knots.

The vessel has a capacity of 5,340 cars.

Agent: ISS Baltimore

Stevedore: Ceres Marine Terminals, Inc.

Towing: Moran Towing of Maryland



The wheel ceremony on board the NYK Lines' Lord Vishnu is attended by, from left, NYK's Matthew Martyn and Capt. Nazmul Hasan, as well as the MPA's Cynthia Burman and two representatives of Ceres Marine Terminals, Doug Wolfe and Bill Wade.



Surrounded by crew and family members, MSC Donata Capt. Rakesh K. Sakhuja receives a ship's wheel. Back row, far right, is Rick Adams with shipping agent On Deck Services.

# Port Welcomes Donata

MSC Donata, a container vessel in the Mediterranean Shipping Co. fleet, recently made its first visit to the Port of Baltimore's Seagirt Marine Terminal. Flying the flag of Panama, she measures 258 meters in length and 32.25 meters in width. Her cargo capacity is 4,123 20-foot equivalent units.

**Agent:** On Deck Services **Stevedore**: Ports America

Towing: Moran Towing of Maryland



Celebrating the MSC Stella's visit are, from left, Rudyard Scott, Melva Scott, Susanne Kennedy, Chief Engineer Vukovic Mijodrag, Capt. Mario Salierno, Cynthia Burman (MPA), Mauro Dal Bo, Dimitra Ioannou and Rick Adams (On Deck Services).

# Stella Visits Seagirt

MSC Stella, part of the Mediterranean Shipping Co. fleet, recently made its first visit to the Port of Baltimore. She unloaded and picked up container cargo at Seagirt Marine Terminal.

Built in 2004 by the Hyundai Samho Heavy Industries Co. in South Korea, Stella carries the flag of Panama. She can hold 6,730 20-foot equivalent units and reaches cruise speeds of 24 knots.

Agent: On Deck Service Stevedore: Ports America

Towing: Moran Towing of Maryland



Marking the first call of the Sweden to the Port are, from left, Mauro Dal Bo of MSC, Rick Adams of On Deck Services, Capt. P. Bakshi, Cynthia Burman of the MPA and Chief Officer Arun J. Fernandes.

# Sweden Comes to Baltimore

MSC Sweden, a container vessel in the Mediterranean Shipping Co. fleet, recently called on the Port of Baltimore for the first time. Sailing under the flag of Hong Kong, she arrived at the Seagirt Marine Terminal. Her measurements are 294.12 meters long and 32.22 meters wide, with a cargo capacity of 4,809 20-foot equivalent units.

Agent: On Deck Services Stevedore: Ports America

Towing: Moran Towing of Maryland

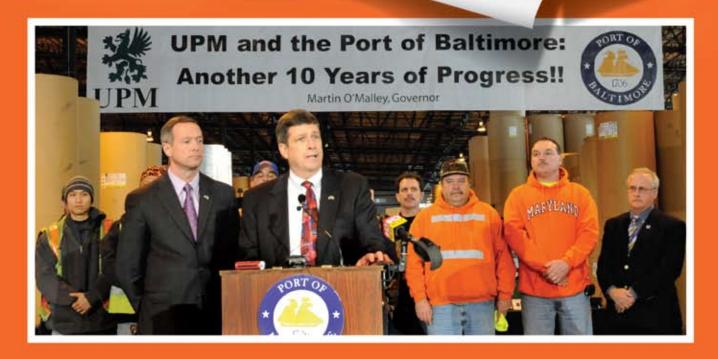






# PAPER IMPORTS

are on a rol



Ten-Year Deal With UPM Solidifies Port's Position as **Nation's Number-One Handler of Imported Forest Products** 

STORY BY BLAISE WILLIG | Photography By Bill McAllen

hen Maryland transportation officials sat down with UPM executives in early December to formally announce the signing of a new 10-year contract at the Port of Baltimore, the symbolic act of putting pen to paper took on added significance. UPM is a world leader in the manufacture of paper in addition to being the first forest products customer ever to make a decade-long commitment to the Port — making this a clear-cut case where the deal is definitely as good as the paper it's printed on.

"We are pleased to continue bringing UPM products through the number-one U.S. port for imported forest products — the Port of Baltimore," says Angelo LaMantia, UPM's Director-North America Supply Chain. "Baltimore's inland location, outstanding distribution network



"The infrastructure here is far ahead of all (other) port authorities. The Maryland Port (Administration) is the best port authority in this country."

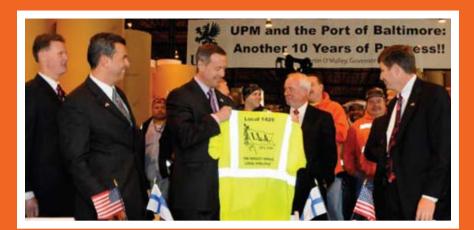
- Jussi Sarvikas, UPM's Vice President-Logistics



Top: UPM's Jussi Sarvikas speaks of the local labor force's "commitment to efficiency."

At Left: Celebrating the signing of a 10-year contract with UPM are, from left, MPA Executive Director James J. White; UPM Executive Jukka Holsa; Jussi Sarvikas, UPM VP-Logistics; Maryland Gov. Martin O'Malley; Maryland Transportation Secretary John D. Porcari; and Angelo LaMantia, UPM Director-North America Supply Chain.

Facing page: Gov. O'Malley and Secretary Porcari stand at the podium while surrounded by longshoremen and rolls of paper.



Clockwise from top left: Following the formal part of December's UPM contract-signing ceremony, Maryland Gov. Martin O'Malley accepts a shirt from the ILA Local 1429; Gov. O'Malley receives forklift-operating instructions before moving a roll of paper; and Horace T. Alston, President of the ILA Baltimore District Council, shakes hands with the Governor.





and good labor force make it a winning location for UPM cargo."

As part of the 10-year contract, which took effect on Oct. 1, UPM is required to ship a minimum of 3.2 million tons of cargo through the Port over the life of the agreement. Maryland Gov. Martin O'Malley notes, "Having an internationally renowned paper manufacturer of UPM's stature continue to call the Port of Baltimore for 10 more years means 10 more years of guaranteed jobs for the Port's dedicated workforce."

The deal — announced from inside a South Locust Point Terminal warehouse, beneath a banner hailing "UPM and the Port of Baltimore: Another 10 Years of Progress!!" — is expected to result in 120 direct jobs and \$26 million in wages

"Having an internationally renowned paper manufacturer of UPM's stature continue to call the Port of Baltimore for 10 more years means 10 more years of guaranteed jobs for the Port's dedicated workforce."

— Gov. Martin O'Malley

and salaries, along with generating \$2.7 million in state and local taxes.

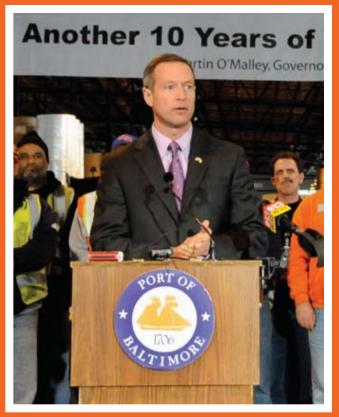
Headquartered in Finland, UPM has about 26,000 employees at production facilities in 15 countries. UPM's core bus-

inesses are in printing papers, specialty papers, label materials and wood products.

"It is tremendous news to have a company as well-respected globally as UPM agree to continue shipping their







Clockwise from top left: The Governor greets some of the 20 longshoremen on hand for the ceremony inside the South Locust Point Terminal warehouse; Maryland Gov. Martin O'Malley addresses the media during and after December's announcement event.

product through the Port of Baltimore," says Maryland Port Administration (MPA) Executive Director James J. White, explaining that UPM has been a regular presence at the Port since the mid-1990s. "We look forward to another decade of successful business together."

Jussi Sarvikas, UPM's Vice President-Logistics, says the company has many reasons for feeling optimistic about the partnership. "The infrastructure here is far ahead of all (other) port authorities. The Maryland Port (Administration) is the best port authority in this country," he notes. Sarvikas also acknowledges "excellent cooperation" with Port officials who have "shown their deep personal commitment and support to us," and a local labor force that has consistently displayed "commitment to

efficiency." He says other valuable partners include the Spliethoff shipping line, CSX Transportation and BalTerm stevedoring.

"We've had a long-standing relationship (with UPM) — they're very loyal," says BalTerm Managing Partner Scott Menzies. "They're a very demanding customer, with high expectations of all their service providers to be as efficient as they possibly can be. We spent a couple of years (in the 1990s) earning their respect — that's why they're a market leader."

The UPM announcement came shortly after the MPA inked another long-term agreement — in July, Evergreen Marine Corporation solidified a commitment to keep trans-Pacific trade lanes to the Port active for at least another 10 years. Earlier in 2008, the Port opened a new 215,000-square-foot warehouse for Finland-based forest products customer M-real and also signed a new, annual contract with European paper manufacturer Myllykoski.

O'Malley says the MPA's partnerships with such companies are key factors "to help us grow and to help us compete" in the tough global market.

Referring to these and other recent success stories at the Port, such as the addition of more than 50 new dates to the 2009 "Cruise Maryland" schedule (bringing the total from 27 to 79 cruises), O'Malley says that the Port continues to build on its reputation as a "harbor of opportunity for our state." O'Malley adds, "Our Port has proven to be the perpetual silver lining in what have often been some dark economic storm clouds."

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# PORTREPORT





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Tough Economic Times



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# PORT REPORT



s we enter 2009, we look back at 2008 as another very successful year for the Port of Baltimore. Despite a downturn in the economy that has affected all of us, we were still able to attract new business to our docks and re-sign some very valued customers to new, long-term contracts. We also continue to enjoy the full support of Gov. Martin O'Malley, our Congressional Delegation, Maryland Transportation Secretary John Porcari and our local maritime businesses.

Below are some highlights from the past year:

- Gov. O'Malley joined us in December as we announced a new, 10-year contract with Finland forest product manufacturer UPM. It marked the first time ever in the long, storied history of the Port of Baltimore that we signed a forest product customer to a long-term deal. The agreement requires UPM to ship a minimum of 3.2 million tons of cargo annually through Baltimore. These types of long-term contracts help jobs stay at the Port of Baltimore.
- New Lamborghinis began arriving at our Dundalk Marine Terminal in September, thereby increasing the volume of high-end goods that has helped make us 12th in the nation for cargo value.
- A new roll-on/roll-off (RO/RO) export service began in August from our North Locust Point marine terminal. European Red Sea African Lines (ERSAL), through Ceres Marine Terminals, will handle approximately 20,000 units annually. These units, consisting of cars, trucks and construction equipment, will be exported to meet great demand in West Africa, Finland and Russia.
- In July, Gov. O'Malley and the Maryland Port Administration (MPA) signed a new, 10-year contract with Evergreen Marine, one of the world's leading international container shipping companies. From 2000 to 2007, the amount of Evergreen cargo handled through Baltimore jumped from nearly 600,000 tons to 1.3 million tons. We expect those numbers to continue to grow under our new contract — another example of a long-term contract that supports good-paying, family-supporting jobs for our Port and State.
- A groundbreaking was held in April on the new Masonville Cove Environmental Education Center. This facility is part of a \$153 million project to transform one of Baltimore Harbor's most contaminated sites into an area that will benefit wildlife, local residents and the port industry.
- Last year also was an outstanding year for our cruise business. Norwegian Cruise Lines joined Royal Caribbean in offering cruises from Baltimore in 2008. We also announced our third and fourth additions to our cruise family — Celebrity Cruises and Carnival Cruise Lines. Carnival ushers in our first-ever year-round cruising program, starting in April. Celebrity will begin in November and offer a winter sailing schedule through February 2010. With those exciting additions, our cruise ship calls will soar from 27 in 2008 to 79 in 2009.

Even in these challenging economic times, the Port of Baltimore has persevered, and that spirit has kept us moving forward. It is a credit to all the men and women who call our Port their place of work that we are able to succeed.





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# GENERAL CARGO

or the sixth consecutive year, the
Maryland Port Administration (MPA)
exceeded the previous year's cargo
by moving 9.1 million tons across its
public piers. This is an increase of six
percent over fiscal year 2007. Export
cargo led the way, up 23 percent.

General cargo — consisting of containers, roll-on/roll-off, automobiles, forest products and breakbulk — makes up more than 25 percent of the Port of Baltimore's total activity and is the majority of cargo at the MPA's public terminals.

New recycling efforts have been implemented this year to ensure a cleaner environment in and around our terminals and within the community-at-large. Today

we are using cleaner chemicals and fuels. Ultra low-sulfur diesel with biodiesel from vegetable oils is now used in all the power vehicles, equipment, back-up generators, engine-driven fire protection system pumps and cranes. Hybrid vehicles are beginning to replace standard vehicles on the Port's public terminals.

In the near future, in addition to the hybrids, light-duty Flex-Fuel vehicles will be running on E-85 as an alternative to unleaded gasoline. Other green implementations include the removal of underground tanks and more rubbertire gantry cranes and fleet vehicles using oxidation catalysts to reduce diesel emissions.

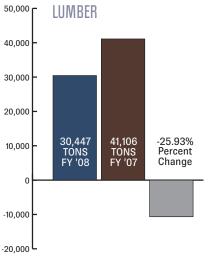


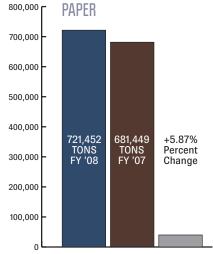


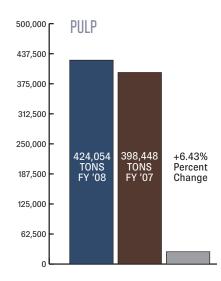
altimore keeps leading the East Coast in import forest products. Paper increased by nearly six percent at 721,452 tons. Wood pulp was up more than six percent, or 429,054 tons, in fiscal 2008. While numbers were down in lumber, the Port of Baltimore still holds the top spot in the overall market share.

The Maryland Port Administration held a grand opening of a new 222,000-square-foot shed for the expansion of the M-Real business early in the year, and signed a 10-year contract with UPM in December. Gearbulk, a major forest products carrier, started a new service from Brazil. The MPA will see increases in forest products from Brazil as new production will become available during the next five years.

The Port has initiated a quality handling program to work with its partners — the stevedores, International Longshoremen's Association and our customers — to look at every step of the handling process to isolate problems and make immediate improvements in the handling of the cargo.









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# AUTOMOBILES

uring fiscal year 2008, the Maryland Port Administration increased its annual volume of automobile imports by 28 percent and its export autos by two percent. In total, the MPA was up by 10.3 percent, maintaining its lead in auto exports.

The MPA handled 390,704 units in fiscal 2008 versus 354,931 in fiscal 2007. During this period, the Port also picked up some new business: Manufacturers Honda and Toyota both added export shipments from their U.S. plants of large SUVs and pick-up trucks.

With the weak dollar, we also saw a substantial increase in the volumes of export Privately Owned Vehicles (POVs). Europe Red Sea Africa Line (ERSAL) came here in August, specializing in POV shipments. Prior to coming to Baltimore, the shippers were serving West Africa and Middle East locations. They have since started a service to Kotka, Finland, which is designed to serve the growing Russian market for POVs. Volumes are

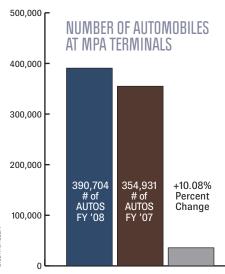
unknown, but ERSAL committed to Ceres Marine Terminals, a stevedoring firm that leases nine acres at North Locust Point, for three ship calls per month with a growth expectation for next spring of up to four or five ship calls per month.

The Port continues its quality handling

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program to work with everyone dealing with the processing of autos across the piers, including the stevedores, the International Longshoremen's Association and the manufacturers to identify any problems with the handling of autos and make immediate improvements.

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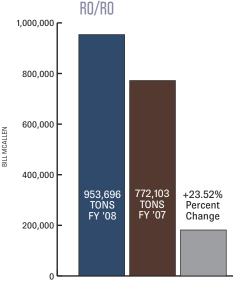


he Port of Baltimore continues to be the leading roll-on/roll-off (RO/RO) cargo port in the country. In fiscal year 2008, 953,696 tons of RO/RO cargo came through the Maryland Port Administration, compared to 772,103 in fiscal year 2007. Exports continue to remain strong, comprising 61 percent of all RO/RO tons shipped through Baltimore. Imports were up 30 percent from fiscal year 2007.

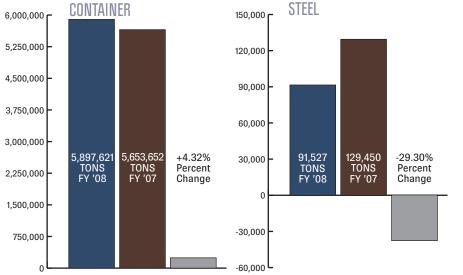


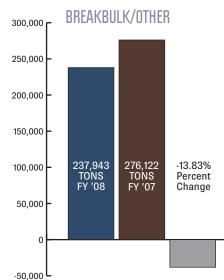
RO/RO cargos are predominately farm and construction machinery/equipment and attract ocean carriers to the Port of Baltimore. The Port's close proximity to the Midwest makes Baltimore an ideal port for shipping these commodities.

The Port continues its industry-leading ways through the Quality Cargo Handling Action Team (QCHAT) program and its annual RO/RO Rodeo. More than 200 members of the International



Longshoremen's Association received training from the manufacturers' technical representatives over a two-day period in May.





or fiscal year 2008, the Maryland Port Administration terminals saw an increase in total container tonnage — 5,897,621 container tons were handled, which represents an increase of four percent over fiscal year 2007. There were 615,387 TEUs (20-foot equivalent units) handled in fiscal 2008, compared to 618,039 in fiscal 2007.

In July, Gov. Martin O'Malley joined Maryland Transportation Secretary John D. Porcari, Maryland Port Administration Executive Director James J. White and officials from Evergreen Marine

Corporation to announce and sign a new 10-year agreement guaranteeing that the Port of Baltimore will continue receiving cargo containers from one of the leading shipping companies in the world.

Evergreen is the Port's second-longestserving container customer. In the last seven years, Evergreen's business through the Port has increased 126 percent. The new contract guarantees the transport of 40,000 loaded shipping containers to and from Baltimore annually. Evergreen also provides the Port with direct service to Asia.







# CRUISE

he cruise industry in Baltimore continues to grow. In 2009, Carnival Cruise Lines and Celebrity Cruises join Royal Caribbean International and Norwegian Cruise Line to offer 79 homeport cruises.

The Maryland Port Administration's dedicated cruise terminal is located right off I-95, the East Coast's main street, at Exit 55 Key Highway. The Cruise Maryland terminal will offer parking for more than 1,300 cars with the option of increasing the parking to more than 1,500 cars.

In 2008, 100,000 passengers embarked and debarked from the Cruise Maryland terminal at the Port of Baltimore, taking 27 cruises to the Caribbean, Bermuda and Canada/New England. The economic impact of \$63 million in 2007 greatly contributed to the states economy.

In 2009, we anticipate embarking and debarking 275,000 passengers with the advent of year-round cruising.



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ecurity at the Port of Baltimore's public terminals is, and will continue to be, of paramount importance, with an emphasis on modernizing and improving upon our ongoing security measures. We intend to lead the country in port security.

It is our responsibility to keep the world's cargo flowing over the public

piers of the Port safely and securely.

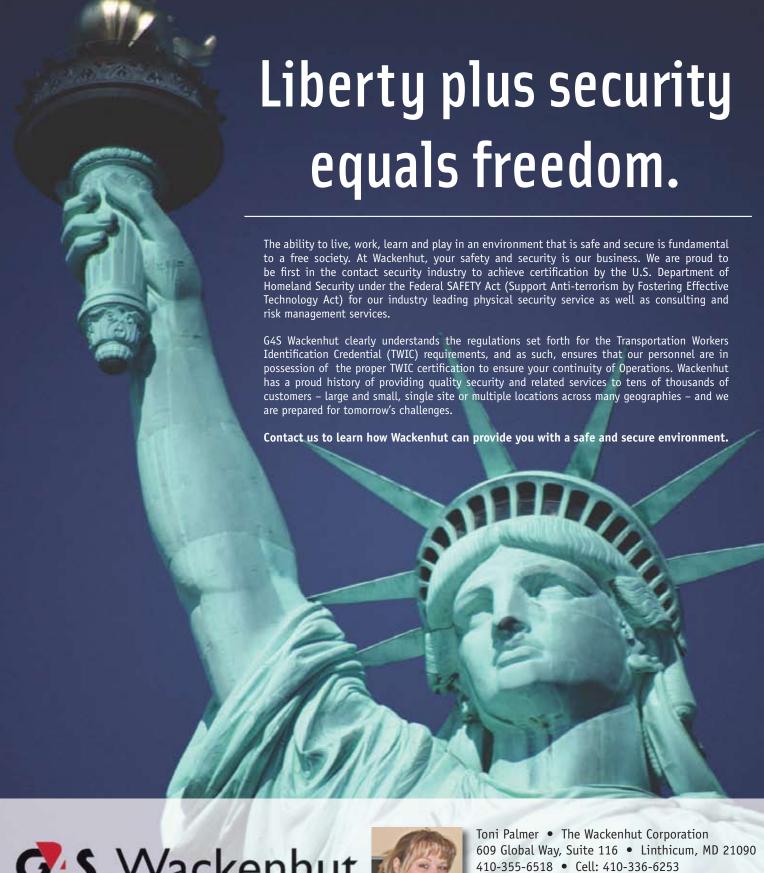
Recently, the Port has added several new initiatives, including: high-mast lighting, more waterside barriers, fixed Radiation Portal Monitors, more perimeter fencing and a new, high-tech truck access system that checks a driver's ID and purpose of visit.

The Port has been a leader in the issuance of the federally mandated Transportation Worker Identification Credential, or TWIC card. This card uses biometrics to properly identify every individual requiring unescorted access to our public terminals. Baltimore was among the first ports in the U.S. to require a TWIC card for use.

Thanks to our congressional delegation, the Port continues to apply for and receive federal port security grant funding. We have already funded several of our security initiatives through this program.

It takes teamwork to make for a safe and secure port, and here at the Port of Baltimore, we have an outstanding team that includes the Maryland Transportation Authority police, the U.S. Coast Guard, Customs and Border Protection, and of course the MPA Office of Security.

As a more safe and secure port, we can be an even more effective economic engine for the State of Maryland.





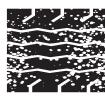


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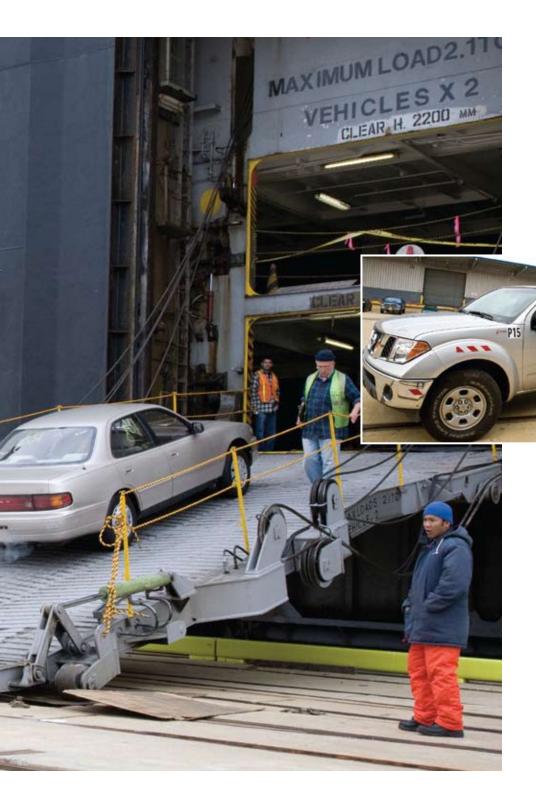
**New Service Solidifies Baltimore's Position As Premier Auto Port** 



STORY BY TYISHA MANIGO | Photography By Kathy Bergren Smith



hen it comes to handling roll-on/roll-off cargo, the Port of Baltimore has a reputation that makes shipping lines take notice.



"We wanted to come here because of the importance of Baltimore as an auto port. When shipping cars, the first thing you think of is Baltimore. You don't think of Jacksonville or anything else." — Ismail Daher

ERSAL began using the Port's North Locust Point Terminal this past August to transport cars, trucks and construction equipment bound for countries in Europe and West Africa. With Ceres Marine Terminals, Inc., serving as stevedore and terminal operator, the Hamburg, Germany-based shipping line expects to average three or four vessel calls per month — roughly 20,000 units annually.

Lauding the Port's customer service, Daher says, "I think the Port of Baltimore is fantastic. Since starting this service, we have always wanted to have a presence here, and it has worked out very well."

Though ERSAL ships tractors, bulldozers and other construction equipment, the line's primary cargo is previously owned vehicles, or POVs. The second-hand automobiles vary in make and model from shipment to shipment, explains Ceres Port Manager Douglas Wolfe.

"It can be anything from your Toyota Corollas to Ford Expeditions," he says. "Most of the cars being brought in are sent overseas to dealers — mainly private individuals responsible for many cars."

The demand for POVs overseas has grown steadily in recent years. "Because of the currency exchange rate, it's very cheap to buy these cars — there's very little cost," Daher says. "There's been an increase

in popularity, and we expect that increase to continue in the future no matter what the economy is."

Officials are praising ERSAL's arrival at the Port, viewing the new export service as further proof of Baltimore's claim as a leading auto port.

"As the number-one port for rollon/roll-off cargo, we are pleased to welcome this new service to the Port of Baltimore," noted Maryland Transportation Secretary John D. Porcari in a press statement. "With Baltimore's experience in handling RO/RO and our quality labor force, we fully expect this new service to produce a successful partnership that will continue to grow in the days ahead."

The Maryland Port Administration (MPA) has worked diligently over the years to bring ERSAL into the fold. "ERSAL came to us by e-mail two years ago, asking, 'Can you help us out?' because they were a new player, but we didn't have space at the time," recalls Mel Bafford, MPA's General Manager, Autos & Distribution Centers. "They went to Wilmington, Del., for a while, but came back this past spring and said we've got to get to Baltimore."

He says the MPA decided to place ERSAL over at North Locust Point, where Ceres had already promised to use 9.5 acres of land for cars and other cargo as part of a three-year agreement with the MPA. A Port partner for more than 30 years, Ceres also handles cruise business at the South Locust Point Terminal, as well as cargo and automobiles at the port's Dundalk Marine Terminal and the Atlantic and Chesapeake terminals.

ERSAL uses the Grand Baltimore and Trigger to ship to the Middle East, West Africa and Russia via Finland.

Working with companies like ERSAL is a big part of what the Port does, says Bafford. "If it's moving freight, we want to handle it."



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# Marco Di Casagrande "We Love the Connection Between MSC and the City"

arco Di Casagrande moved to Baltimore when his father, Capt. Lorenzo Di Casagrande, opened the local Mediterranean Shipping Co. office more than 20 years ago. As a youth, he remembers feeling dwarfed by mammoth cranes and being mesmerized by containers as they were whisked off and on vessels.

"I was enveloped by what goes on with the ships," he recalls. "I remember seeing the cranes, and back then, they seemed so huge, at least to a child. ... Everything seemed so big."

Now 28, and after two years as MSC's Marine Operations Manager, Marco Di Casagrande is no less amazed by the smooth flow of cargo. He handles day-to-day activities at the office his father founded, including planning, organizing and overseeing labor on the Port of Baltimore's terminals.

"Even people who deal with international trade, the ones who bring products from all over the state, they still ask questions about what happens at the Port," he says. "They just don't grasp the immense concept of what happens here, the economic impact of what we do."

BY PETE KERZEL | Photography By Kathy Bergren Smith

The containers that come and go during MSC's four to five weekly calls are major contributors to that bottom line.

"I don't see how that can change," Di Casagrande says. "Containers might grow, they might change in shape, but they will continue to be a standard well into the future."

Di Casagrande tries to stay a step ahead of the technological curve and wonders how the container business will continue to grow and adapt.

While his older siblings sailed with their father, Di Casagrande opted to study international business, first at Loyola College and then at the University of Baltimore. He started out as a Boarding Agent for MSC and later did some equipment and import/export work before assuming his current position.

Much has changed since his youth. Ships are in and out at a faster pace, quick turnarounds preclude crewmembers from seeing much of Baltimore and security has been increasingly tightened.

Di Casagrande tries to stay a step ahead of the technological curve and wonders how the container business will continue to grow and adapt.

"China trade remains a big question mark. How will our stance with that trade — which is very important to the economy — continue to grow? We'll need new (shipping) lanes, we'll need 50-foot berths," he says. "It's hard to say how containerization will change; it's become such a part of what happens here."

So has the Di Casagrande name, which Marco is proud to carry on.

"My father started the company here and my family has a passion for Baltimore," Di Casagrande says. "The Port community is amazing and we love the connection between MSC and the city. We fit here."



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### **KEY TO SYMBOLS:**

- **©** Container Carriers
- F Flatbed Carriers
- O LTL Carriers
- S Specialized Carriers
- Van-Truckload



The following information was furnished by the Maryland Port Administration or taken from listings submitted by the companies for inclusion in the 2008 Port of Baltimore Directory.

This list does not necessarily include every carrier that calls the Port. If you would like to be included, or changes need to be made, please e-mail Crystal Darcy in MPA Intermodal Operations at cdarcy@marylandports.com.

Every effort has been made to ensure that this information is as accurate and up-to-date as possible. The Maryland Port Administration and Media Two assume no responsibility for errors, inaccuracies or omissions.

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### Ace Logistics Inc.

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# **All Ways Transportation, Inc.**

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### **Allen Distribution**

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# **Associated Global Systems**

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# **Atlantic Hauling, LLC**

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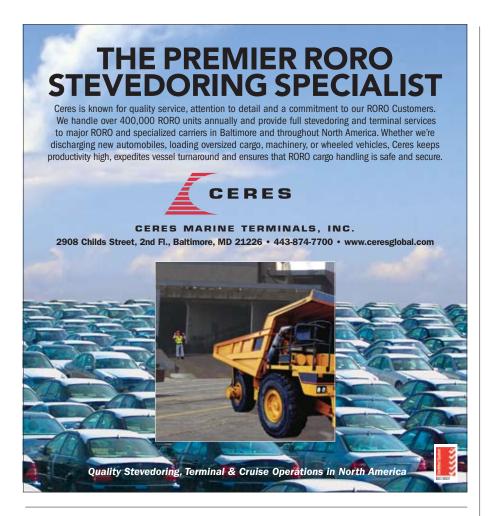
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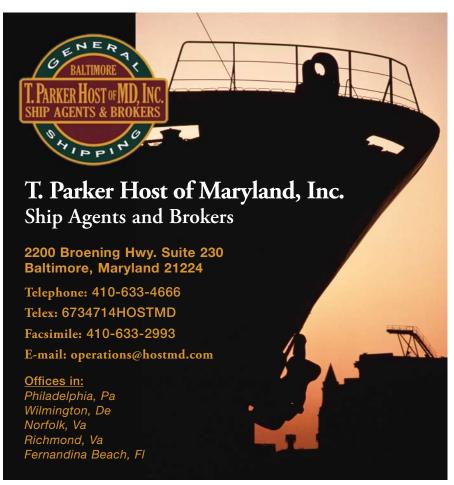
## CORRECTION

The following RO/RO Carrier should have been included among the list of Roll-On/Roll-Off Cargo service providers in the November/December 2008 issue:

BaltiCarrier (division of Spliethoff) 2200 Broening Hwy., Bldg. 1600 A Baltimore, MD 21224 410-282-4133

E-mail: baltimore@ balticarrier.com





**■**PORT VIEW





... a year of extremes in America: war raged in Vietnam while hippies celebrated the "Summer

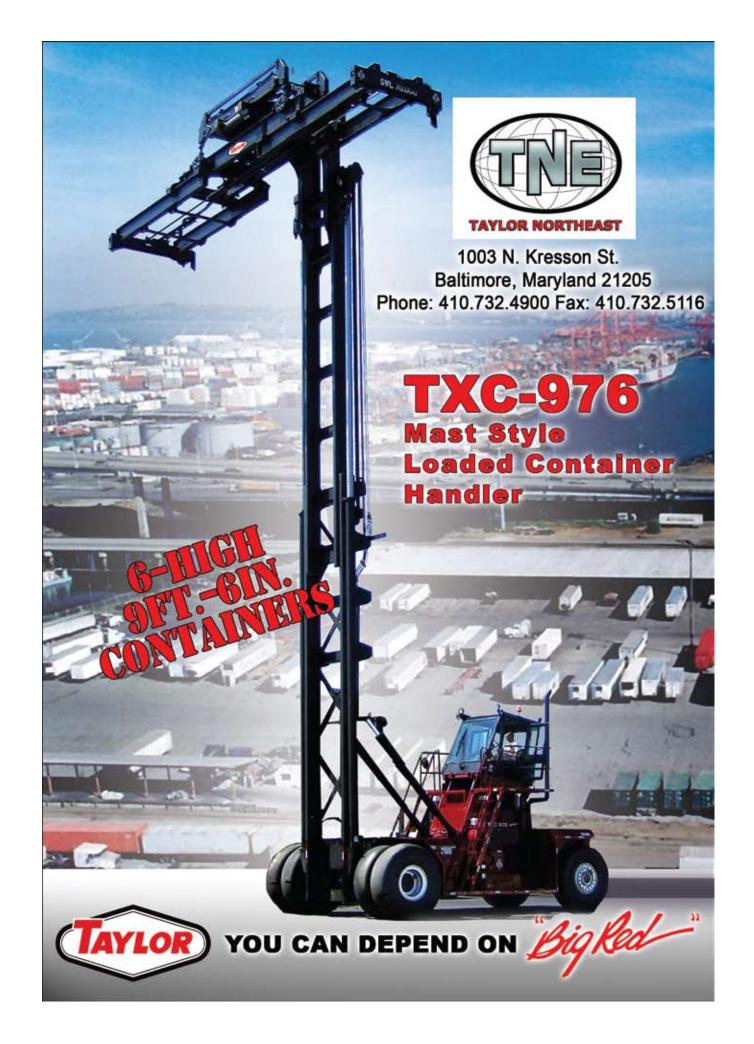
of Love"; assassinations and riots brought turmoil to cities while the Fifth Dimension sang, "Up, Up and Away." It was a landmark year in automotive history. Far from asking for government assistance, Detroit automakers were selling cars to a mobile society both here and abroad. Cars became a way for people to stake their claim on the shifting cultural landscape of the late '60s. The utilitarian family station wagon and sedan were joined on the lot by the "muscle car" — beefy sedans with big engines — and "pony cars" like the Ford Mustang, a small, powerful answer to European sports cars. The sexy

Corvette Stingray was introduced in 1968 and the "so ugly it's cute" Volkswagen Beetle sold more units than any time in its history.

Baltimore was a major automotive port in the late '60s. Most of the VW Beetles bound for the East Coast came through Baltimore. Leveraging its position as the most "western" seaport on the East Coast, the Port of Baltimore handled 214,000 autos and was the busiest U.S. port for autos by 1970. Export vehicles arrived from Detroit via rail, as in this 1968 photo. In the late '60s, close to 50,000 cars were exported annually from the Big Three — Ford, GM and Chrysler.

The Army left what was then called Camp Holabird in 1972, but Baltimore's legacy as a motor transport hub and a major port for the shipment of material to war zones lives on.

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